

LEO BURNETT U.S.A.

A DIVISION OF LEO BURNETT COMPANY, INC.

Ad No. 5-2652 R—Growth—Req. No. 90729—B&W No Blend—85ga11—Grocery Trade—74 (B)

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Your Profit Dollar... how you can help it grow like this.

The relative sizes of these three Eisenhower dollars show how sales of Philip Morris brands grew from 1969 to 1973, inclusive—up 69.4% in just five short years.

If your weekly order for Philip Morris has kept pace—if you keep our brands fully in stock at every location all the time—that's how fast the Philip Morris share of your profit dollar should be growing.

Cigarette sales are up...and Philip Morris leads the way. The figures below show the increases in 1973 over 1972.

	Units (Billions)	Sales Gain Percent	Percent of Total Growth
Total industry.....	up 22.87	4.1%	100.00%
Philip Morris USA.....	up 12.33	11.1%	53.9%
Rest of industry combined	10.54	2.38%	46.1%

SOURCE: The Maxwell Year-End Report, January 1974. Courtesy of Maxwell Div. of Wheat, First Securities, Inc.

The Profit Makers come from

PHILIP MORRIS USA

